

# 1998 EDITORIAL Index

This index of volumes 187 and 188 of *AMERICAN NURSERYMAN* covers all feature articles, as well as the Field Notes, Labor Watch, News Watch, Pest Control and Research departments. Articles are indexed by subject starting here, and by author starting on page 73. We hope you find the index useful in reviewing past articles of *AMERICAN NURSERYMAN*.

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ALCA Releases Two Industry Reports. *ALCA has published its revised Operating Cost Study and Reengineering as a Leadership Tool for Total Quality Landscape Contractors.* News brief. Aug. 1, page 16

American Horticultural Therapy Association Loses Federal Support. Feb. 1, page 22

ANLA Direct Program Debuts at Trade Shows. *ANLA Direct is designed to provide members with industry knowledge in a convenient and timely manner.* Jan. 1, page 16

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SNA Elects President, Presents Awards at Convention. Nov. 1, page 24

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*The Chicago Botanic Garden and The New York Botanical Garden display giant insect sculptures.* Aug. 15, page 18

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A Quick Read. *Bar codes and hand-held scanners are eliminating some of the most time-consuming inventory-management tasks wholesale growers and nursery owners face.* Kurt Harter. May 1, page 28

Businesses Prepare to Combat the Millennium Bug. *As the year 2000 approaches, businesses across the world are trying to head off the impending chaos that will be brought on by computer systems unable to process the new date.* May 1, page 16

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## CONTAINER GARDENING

Container Kaleidoscope. As the popularity of container gardening continues to increase, decorative pots made from plastic, stone and wood are being introduced as alternatives to traditional terra-cotta containers. Jim Van Dellen. June 15, page 26

## CONTESTS/AWARDS

All-America Selections Announces 1999 Winners. All-America Selections has chosen its 1999 award-winning plants in the bedding plant, vegetable, flower and gold medal flower categories. July 1, page 16

AMERICAN NURSERYMAN Recognized for Design Excellence. The Jan. 1, 1997, issue of AMERICAN NURSERYMAN was named an award finalist for best cover for a trade magazine under 35,000 circulation in Folio's annual Ozzie awards. Jan. 1, page 18

Canadian Horticulturist's Achievements Recognized by Royal Horticultural Society. Bruce Macdonald, director of the University of British Columbia Botanical Garden in Vancouver, was awarded the prestigious Gold Veitch Memorial Medal by England's Royal Horticultural Society. Aug. 15, page 16

Hosta Growers Association Honors 'Fragrant Bouquet'. American Hosta Growers Association names Hosta 'Fragrant Bouquet' the 1998 Hosta of the Year. April 1, page 18

IPPS Honors Virginia Nursery Professional. Charles Parkerson, general manager of Lancaster Farms Inc. in Suffolk, VA, was presented with the IPPS' International Award of Merit. Jan. 1, page 16

Morton Arboretum Master Site Plan Recognized. The Morton Arboretum receives an award for its master site

plan from the Illinois chapter of the American Society of Landscape Architects. March 15, page 12

Morton Arboretum Wins PR Award. The Morton Arboretum receives the Silver Anvil award from the Public Relations Society of America for its year-long 75th anniversary campaign. Aug. 1, page 22

NADF Seeks Nominations for Awards. The National Arbor Day Foundation accepts nominations for the 1999 National Arbor Day Awards. Aug. 1, page 23

Perennial Plant Association Honors 'Goldsturm' Black-Eyed Susan. June 15, page 16

Pursell Holds Sign Contest for Retailers. Pursell Industries Inc., Sylacauga, AL, holds a contest for retailers to find the oldest printed promotional materials for each of its major lawn and garden product brands. Sept. 1, page 20

Rain Bird Float Recognized in Rose Bowl Parade. March 15, page 14

## CRIME/FRAUD

MN Lawn-Care Company Fined. The Minnesota Department of Agriculture won a recent court decision against a lawn-care company accused of illegally applying lawn-care chemicals and ignoring a cease-and-desist order. Oct. 15, page 18

Oregon Growers Warned of Fraudulent Pesticide Sales. The Oregon Department of Agriculture issues a warning to agriculture and horticulture growers about buying pesticide products over the phone. June 1, page 14

## EDUCATION/TRAINING (see also PROFESSIONAL CERTIFICATION)

Arborist Training Program Promotes Safety, Skill. Jan. 15, page 18

## EMPLOYEE ISSUES/MANAGEMENT

All's Fair ... There are several actions you can take to help protect your business from unfair competition. Fred S. Steingold. Oct. 15, page 52

Breaking the Language Barrier. Specialized courses in Spanish for horticulture majors can open the lines of communication between American nursery professionals and Hispanic migrant workers. Bob Ritz. March 1, page 46

Can the Government Actually Help Me? Labor Watch. Jansen Chazanof. March 1, page 10

Connecticut Raises Minimum Wage. Sept. 15, page 20

Damage Control. Sexual harassment lawsuits can be devastating to your business. Protect your company — and your employees — by implementing an unyielding policy against harassment. Phillip M. Perry. May 1, page 62

Evaluating Your Labor Force. Labor Watch. Jansen Chazanof. June 1, page 8

The Fundamentals of Communicating with Employees. Labor Watch. Jansen Chazanof. Oct. 1, page 14

¡Hablemos de Plantas! Providing horticulture training for Spanish-speaking employees in their native language limits costly errors and increases on-the-job safety. John Begeman. March 1, page 42

Handle with Care. Under the Americans with Disabilities Act, employers must make exceptions to policies when dealing with employees who suffer from psychiatric disorders. Fred S. Steingold. April 1, page 91

Hold Your Fire. Wrongful discharge lawsuits can be financially disastrous to your business. Carefully follow the proper procedures — before and during termination —

to avoid being hauled into court. Phillip M. Perry. May 15, page 63

How Do Injuries Impact Your Bottom Line? Labor Watch. Jansen Chazanof. Jan. 1, page 10

Laboring Over Compliance. A Department of Labor wage and hour investigator shares some tips on how nursery owners can ensure compliance with federal labor laws. Leah Bocanegra. April 1, page 79

Minding the Time. Managing your time efficiently can affect how well your business runs, and how much work you can get out of your employees. Donald W. Jackson. April 1, page 85

President Ready to Raise Minimum Wage. President Clinton plans to propose increasing the minimum wage by \$1, bringing it to \$6.15 an hour. April 1, page 18

Risky Business. By following a few simple management techniques, you can greatly reduce your liability for costly employee disputes. Diane Kristen. Feb. 1, page 54

Second that Emotion. Using emotional intelligence to solve problems in the workplace can help keep your business on the road to success. Phillip M. Perry. Aug. 1, page 66

Stay on Guard. Correct machine guarding can protect employees from injury and prevent expensive workers' compensation claims. Andrew J. Mauschaugh. Dec. 1, page 60

Strategy For Hire. The aggressive recruiting efforts of a Wisconsin nursery have succeeded in filling skilled-labor positions. Find out what steps are needed to create a team of employees who are qualified and loyal. Jim Van Dellen. June 1, page 54

## ENDANGERED PLANTS

US Leads World in Endangered Plant Species. Almost one in three US

plant species are threatened by extinction. June 1, page 18

## ENVIRONMENT

Invasive Fern Threatens Plant Life in Florida. Sept. 15, page 19

Lyme Disease Likely to Increase in 1999. A major outbreak of Lyme disease could occur next year in the oak forests of the Northeast, according to the Institute of Ecosystem Studies in Millbrook, NY. July 1, page 20

## EQUIPMENT/SUPPLIES

A Cut Above. Rider and walk-behind mowers for 1998 have increased speed, power and maneuverability. Hydraulics, mulching blades and floating decks are just some of the features added to ensure better performance and operator comfort. Jim Van Dellen. March 1, page 50

A Mulch Better Method. A modified manure spreader allows growers to efficiently apply organic mulch, which enhances plant health and growth. John Bentley. Aug. 1, page 46

A String of Differences. Although string trimmers have maintained their basic design over the years, today's machines feature subtle and significant changes that are beneficial to the environment and to landscapers. Kevin E. Manzel. March 1, page 58

Choosing Your Pruner. Pruners exist in different sizes and shapes for almost any task. Here is a brief roundup of the pruning tools and reference aids available to nursery professionals. Kevin E. Manzel. Jan. 15, page 48

Get a Grip. Manually lifting and carrying heavy containers can cause injury to your employees. But researchers at the University of California have come up with a simple and effective tool for improving the ergo-

nomics of this important task. Dr. James M. Meyers. May 15, page 46

Gettin' Hitched. Vehicle attachments are valuable tools of the field-growing trade — from planting to harvesting. Beth L. Gainer. Aug. 1, page 30

The Green Machines. Facing a diminishing labor pool and increasing labor costs, the green industry continues to come up with its own labor-saving equipment. Jim Van Dellen. Dec. 1, page 24

Husqvarna Technology Showcased at Smithsonian. News brief. Oct. 15, page 12

## FERTILIZERS/PLANT NUTRITION

Lessons in Leaching. A research study shows that environmentally friendly container media with low nitrate-leaching levels can be produced with either natural or synthetic slow-release fertilizers. Nils Sundquist. April 15, page 39

## FIELD NOTES

Acer mono. Harrison L. Flint. May 15, page 98

Acer spicatum. Michael E. Ecker. Oct. 15, page 82

Acer truncatum. Nancy Rose. March 1, page 94

Ampelopsis brevipedunculata 'Elegans'. Nancy Rose. Aug. 1, page 98

Astragalus bisulcatus. Jim Borland. Dec. 15, page 114

Berberis concinna. Wes Williams. April 15, page 86

Corylus americana. David E. Guthery. Feb. 1, page 98

Euonymus japonicus 'Green Spire'. Dr. John L. Crech. April 1, page 122

Hosta 'Paul's Glory'. Tom Micheletti. Nov. 1, page 122

Ilex crenata 'Sky Pencil'. Dr. John L. Crech. Dec. 1, page 98

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*Sorghastrum nutans* 'Sioux Blue'. Angelo Randaci. June 15, page 82

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*Taxodium distichum* 'Pendens'. Lanny Rawdon. March 15, page 98

*Thuja* 'Green Giant'. Susan F. Martin. Nov. 15, page 86

*Tilia tomentosa*. Michael J. Schneider. Feb. 15, page 78

*Vernonia noveboracensis*. Jennifer Kujawski. July 1, page 98

*Viburnum cassinoides*. Richard A. Larson. Aug. 15, page 106

*Vitex agnus-castus*. Robert F. Brzuszek. Sept. 15, page 86

## FINANCIAL ISSUES/MANAGEMENT

Weighing the Charges. Freight charges on plant shipments from growers can seem unjustified to many nursery owners. But a simple equation can help determine a fair price for both the shipper and receiver. Dick E. Ooykaas. March 15, page 44

## GARDEN CENTERS (see RETAILING)

## GARDENING TRENDS

Fulfilling Dreams. A new kind of consumer

is demanding changes from the nursery industry as the gardening trend moves toward the next millennium. Ken Druse. April 1, page 60

## GENETICS

Engineering Superior Daylilies. A daylily grower explains how to create bigger and better daylily varieties. Bob Austin. Jan. 1, page 24

## GROWING

California Grower Builds Innovative Facility. Euro-American Propagators Inc. has completed construction on its 10-acre site in Bonsall, CA. Jan. 1, page 18

Coming to a Root System Near You. A new chemical technology shows promise for controlling container-plant root growth. Corinne T. Brothers and Robert M. Lapiere. Nov. 1, page 89

Containing Root Problems. Growers of containerized woody ornamentals discuss the methods that help them develop root systems they can be proud of. Beth L. Gainer. June 15, page 34

Forward Thinking. A Wisconsin grower shares his thoughts on what growers need to know when planning for future markets. Jeff Edgar. Oct. 1, page 51

Missouri Gravel Bed Offers Growing Alternative for Nursery Stock. Oct. 1, page 20

Publication Details Water and Nutrient Management for Greenhouses. The Northeast Regional Agricultural Engineering Service, Ithaca, NY, publishes Water and Nutrient Management for Greenhouses, NRAES-56. July 1, page 20

Walking a Fine Line. Plant growth regulators can control plant growth, flowering and fruiting, but many growers are wary. Beth L. Gainer. March 15, page 64

## HARDSCAPES

Best Supporting Roles. Here are some quick tips on building hardscape features that may help you decide if offering hardscape services is right for your business. Tory Galloway. July 15, page 30

## HERBICIDES/FUNGICIDES /PESTICIDES (see also PEST/DISEASE CONTROL)

Carbaryl Offered as Alternative to Lindane. Pest Control brief. July 1, page 12

Citation Insecticide Registered for Use in California. Pest Control brief. Nov. 15, page 12

DeltaGard Insecticide Registered for Landscape Use. Pest Control brief. May 1, page 14

Dimension Now Labeled for Landscape Beds. Pest Control brief. Oct. 1, page 18

Distance Insecticide Registered for Indoor Use. Pest Control brief. July 15, page 8

EPA Approves Amended Label for Protect T/O Fungicide. Pest Control brief. May 15, page 12

EPA Approves Label Changes for Systhane Fungicide. Pest Control brief. June 1, page 12

EPA Classifies Confirm Insecticide as Reduced-Risk. Pest Control brief. May 1, page 14

Fungicide Receives EPA Approval. Pest Control brief. March 15, page 8

Monterey Chemical to Market Pyrellin Insecticide. Pest Control brief. June 15, page 10

Nation's Ag Drops Lawsuit Against EPA, Novartis. Nation's Ag drops a lawsuit against the EPA and Novartis Crop Protection Inc. to gain registration for generic metalaxyl technical fungicide. May 15, page 16

Neem Oil Insecticide

Granted EPA Approval. Pest Control brief. Feb. 1, page 8

Novartis Drops Pentac Miticide From Product Roster. Pest Control brief. Feb. 1, page 8

Orthene Insecticide Available in Aerosol Containers. Pest Control brief. Nov. 15, page 12

pH Balanced. Nursery professionals must obtain a balanced pH in their spray water in order to optimize the performance of pesticide applications. L. Douglas Houseworth. May 1, page 44

SePRO to Market Insecticide in US. Pest Control brief. April 15, page 10

Updated Insecticide Reference Book Available. Pest Control brief. Dec. 1, page 10

Weeding Out Costly Controls. Nursery owners can alternate between hand-weeding and herbicides to effectively and efficiently eradicate weeds. Walter Suttle. Oct. 15, page 24

ZeroTol Fungicide Receives EPA Registration. Pest Control brief. Oct. 15, page 10

## INSURANCE ISSUES

Company Offers Health Insurance for Seasonal Workers. The American Plantman Insurance Brokers Ltd., Barrington, IL, now offers health insurance for seasonal workers in the nursery industry. April 1, page 14

Coverage for All. The new federal crop insurance program has made dramatic improvements over the original plan, providing nursery professionals with more coverage options. Ken Eriksen. Dec. 1, page 63

Covering All Bases. A new federally subsidized crop insurance program provides protection for both field-grown and container-grown nursery stock. Vondie O'Conner and Robert Cerda. Nov. 15, page 39

Florida Adopts New Workers' Compensation Classifications. The Florida Department of Insurance approves revised workers' compensation classifications for the nursery industry. Oct. 15, page 17

Florida Files New Workers' Compensation Classifications. New classifications define specific parameters for premium rates to be assessed on various types of production. May 15, page 16

## INTEGRATED PEST MANAGEMENT (IPM)

An Intro to IPM Alternatives. IPM practices may allow nursery professionals to effectively handle pests, while avoiding the risks associated with traditional pesticides. Monte P. Johnson. Sept. 1, page 85

Cooking Without a Recipe. Understanding integrated pest management can help landscapers create beautiful sites while being kind to the environment. Patrick G. Mahwinney. April 1, page 72

## INTERNATIONAL BUSINESS

Georgia Wholesaler Opens European Division. Van Bloem Gardens Europe — a division of Van Bloem Inc. in Alpharetta, GA — opens in Sassenheim, Holland. March 1, page 20

## INVASIVE PLANTS

Government Agencies Hold Invasive-Plant Forum. The USDA and the Department of Interior hold a forum to discuss invasive-plant issues. April 15, page 12

## IRRIGATION/WATER CONSERVATION

Best of the Best. Best Management Practices for irrigation can help nursery professionals achieve success. Dr. Ted Bilderback and Richard E. Bir. Oct. 1, page 56

California Council Reserves Water for Green Industry. Oct. 1, page 22

The Disinfection Connection. Growers must consider a variety of factors when choosing a disinfectant for their irrigation water. Bruno Ferraro. March 1, page 32

Disinfection for Plant Protection. A research study shows that disinfecting recycled irrigation water with chlorine or ozone may reduce the presence of plant pathogens. Paul W. Reeser. June 15, page 52

Environmental Irrigation. Drip irrigation systems can water plants in the landscape more effectively than other types of irrigation systems and conserve our natural resources. But the systems are intricate, and involve many components. Here's an introduction to the system and how it works. Stephen W. Smith. Feb. 1, page 42

Free Irrigation Software Available from Hunter. Hunter Industries, San Marcos, CA, releases a free software program that automatically calculates an irrigation system's design capacity and working pressure. News brief. Dec. 1, page 12

The Irrigation Sensation. Increasing water costs are a headache to landscapers with particularly large projects. New irrigation-system technology may reduce water costs. Stephen W. Smith. Feb. 1, page 58

Just Add (a Little) Water. Water-conserving landscapes that utilize the seven principles of Xeriscape are beneficial to the nursery industry and the environment, and can also be colorful and diverse. Ken Ball. April 1, page 42

Retaining Water. A British Columbia nursery owner details the installation of a water-recycling system designed to prevent flooding and conserve water. John Byland. July 1, page 47



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Interface Intelligence. With proper communication between company and client, a landscape business can spell success. Clyde Vadner. Sept. 1, page 75

Take Your Best Shot. If a picture's worth a thousand words, then photographing your landscapes speaks volumes about your work. Charles W. Bowers. Oct. 1, page 67

## LANDSCAPE DESIGN/INSTALLATION

A Secret Garden. A Colorado landscape artist brings mountain mystique to a suburban side yard in this Superior Site. Sally D. Benson. Jan. 15, page 26

Avoiding Landscape Mistakes. With proper design practices and consumer education, landscape designers can reduce — and eliminate — landscape wrongdoings. Gregory M. Pierceall. July 15, page 52

Borderline Basics. With a little creativity and some popular plants, a designer can turn a spacious, residential landscape into a colorful mixed border. Bruce C. Neary. Feb. 1, page 46

Dutch Direction. Bold, elegant garden designs from Holland are setting the precedent for what plants will be used in North American landscapes. Derek Fell. Jan. 15, page 32

Garden Harmony. Only by fully experiencing a site can landscape designers effectively create an artistic landscape that incorporates the line and form of its surroundings. Warren P. Leach. July 1, page 38

Got the Blues? From blooms to berries, blue lends a feeling of security and confidence to any garden setting. Donald W. Jackson. June 15, page 46

In Living Color. A well-planned flower bed filled

with colorful perennials and ornamental grasses brings an improved image to a site and creates a vibrant setting for all who come to visit. James C. Schmidt and Greg Stack. Sept. 1, page 78

Landscapes in Vogue. The American Garden Awards program honors those responsible for the design, construction and maintenance of unique gardens. The 1997 winners show that great landscapes come in all styles — from luau to dragons. Jennifer Hooks. April 15, page 48

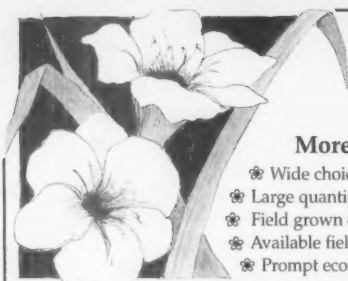
Landscaping for the Millennium. Imaging and computer-aided design (CAD) software has saved landscapers both time and money — and increased sales. Leah Boca-negra. May 1, page 34

Look to the Light. As more homeowners discover the beauty of landscape illumination, more landscape designers will find themselves trying to find the best light sources for their clients. Jennifer Hooks. Sept. 15, page 26

Move Over Cactus. With proper design, maintenance and plant selection, professionals and consumers alike can create water-conserving landscapes that are attractive and appealing. Virginia I. Lohr and Caroline H. Pearson-Mims. Sept. 1, page 26

The Planting Basics. The steps taken before and after planting a tree are critical to its proper establishment. Here are some suggestions on how landscapers can ensure successful establishment by choosing the right tree and maintaining it correctly. Gary Watson and Gene Himelick. May 15, page 40

Pretty in Pink. From showy perennials to flowering trees and shrubs, pinks and related hues can brighten the home landscape year-round. Donald W. Jackson. May 1, page 46



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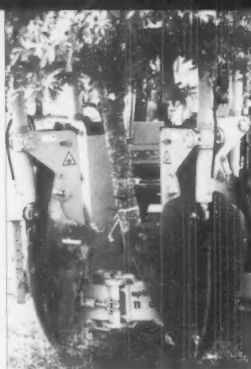
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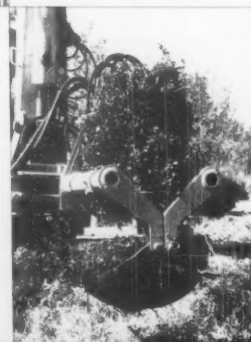
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Room for Growth. A spacious residential lawn doesn't have to be open to the whole neighborhood. By breaking up the yard into garden rooms, landscape designers can create a garden that is as private and relaxing as rooms inside the house. Ruth Olde. April 1, page 38

Small Wonders. By incorporating garden bonsai into landscape designs, you can create great drama on a small scale for your customers. Alxe Noden. Sept. 1, page 54

Subtle Structure. By combining traditional and contemporary views of structure, landscape designers can create beautiful, harmonious gardens. Marguerite Koepke. Sept. 15, page 32

Top Landscapes from the Bottom of the World. US landscapers can take a lesson from New Zealanders, who use familiar plants in innovative ways. Derek Fell. April 1, page 28

True to Form. By highlighting the forms and textural qualities of flowering herbaceous plants, landscape designers can develop gardens that entice and captivate customers. Donald W. Jackson. Aug. 1, page 38

The Ultimate Garden Illusion. Using simple design techniques, designers can turn small gardens into spacious-looking landscapes that are both functional and stunning. Pat Hollingsworth. Nov. 15, page 30

Urban Celebration. A concrete lot is transformed into a spacious garden just a heartbeat away from New York City in this Superior Site. Beth L. Gainer. Dec. 1, page 32

Weaving a Landscape Tapestry. Landscape fabrics are used in many ways — from soil stabilization and weed barriers to assisting growing media in newly installed landscapes. Kevin E. Manzel. Feb. 15, page 48

## LEGISLATION/ REGULATION, NATIONAL

ANLA Calls for Fair Implementation of Food Quality Protection Act. June 1, page 16

Grass Roots Campaign Forces IRS to Clarify Tax Rule. Feb. 1, page 18

Guest Worker Bill Passes in Senate. The US Senate approves agricultural guest worker legislation intended to fix the H-2A temporary foreign worker program. Sept. 1, page 19

Methyl Bromide Phaseout Extended. Dec. 15, page 16

Road Rules. Nursery professionals must adhere to US Department of Transportation regulations when shipping plants and other materials. W. Clay Eppard. Aug. 1, page 53

Senate Defeats Minimum Wage Increase. News brief. Nov. 15, page 14

US Allows Interstate Sales in Colorado Basin. News brief. March 1, page 16

## LEGISLATION/ REGULATION, STATE

CLCA Continues to Fight Gas-Powered Leaf Blower Bans. July 15, page 14

MNLA Supports Sales Tax Reduction on Field Equipment. April 15, page 12

NH Grants Greenhouses Property Tax Exemption. Nov. 15, page 14

Oregon Issues Fines for Pesticide Violations. April 15, page 16

Oregon Issues Fines for Pesticide Violations. July 1, page 19

Wisconsin Landscape Contractors Protest Retaining Wall Sales Tax. July 15, page 12

## MARKETING/ ADVERTISING

AARS Offers Free Promotional Material. News brief. Feb. 1, page 18

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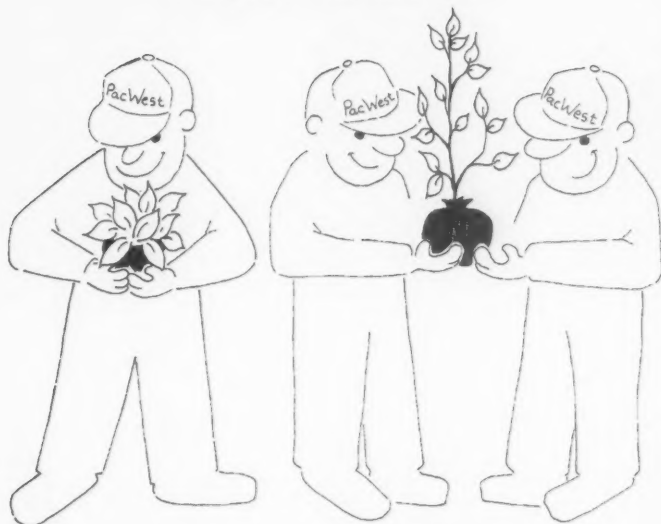
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**Advertising Analysis.** A North Carolina survey indicates that many independent garden center customers are not influenced by advertisements. However, increased sales and consumer feedback at garden centers indicate otherwise. Jim Van Dellen. Nov. 15, page 50

**An Ad's Worth a Thousand Words.** Creating an effective print-advertisement campaign can help your company prosper. Phillip M. Perry. Sept. 15, page 52

**Buy Monthly.** The Arizona Nursery Association's Plant of the Month promotion increases planting interest year-round, highlights low-water-use plants and brings more customers into retail nurseries. Jennifer Hooks. July 1, page 58

**Creating Customer Loyalty.** Companies do not always know how they rate with their customers. Here are some ways to evaluate your customers' needs, whether you are meeting them and how you can improve customer loyalty. Dave St. John and Larry Fish. Feb. 1, page 64

**Going to the Market.** By understanding who their clients are and what they want, landscape designers can not only create beautiful gardens, but a profit as well. Dr. John Ball. June 15, page 40

**Jockeying for Position.** To remain competitive in today's market, nursery professionals must identify a need and then satisfy it at a price consumers are willing to pay, but will produce a profit for the company. Dr. Robin G. Brumfield. Aug. 1, page 58

**MI Nursery Chain Establishes Identity with Characters.** English Gardens runs a television and radio advertising campaign designed to establish a personality for the company. Jan. 1, page 14

**Package Deal.** A Connecticut grower has developed a marketing strategy that helps retailers sell entire gardens rather than single plants. Scott Reil. Sept. 15, page 46

**Plant-Breeder Co-op Launches Regional, National Campaign.** Proven Winners has launched a marketing program designed to promote its product lines at the retail level both locally and nationally. May 15, page 18

**Wave Petunias to Appear on HGTV.** Wave petunias from PanAmerican Seed Co., West Chicago, IL, will be featured in an ad campaign on the Home & Garden Television Network. Nov. 1, page 18

### MASS MERHANDISING

**Home Depot Denied Storage Permit.** News brief. May 15, page 14

**Lowe's Fined for Alleged Diazinon Dumping.** Pest control brief. Dec. 15, page 8

### MERGERS/ACQUISITIONS

**International Garden Products Buys Skagit Gardens.** April 1, page 18

**Let's Make a Deal.** Purchasing a garden center or nursery is an efficient way to expand your business, but there are several legal and financial hurdles to overcome. Fred S. Steingold. July 1, page 71

**Pursell Industries Buys IMC Vigoro.** May 15, page 18

**TruGreen ChemLawn Buys Ruppert Landscape.** Nov. 15, page 18

### MULCH

**Fighting Fungi.** When applied properly, mulches and composts provide many beneficial effects. Learn how to control nuisance and detrimental molds in these organic materials before they cause plant diseases. Harry A.J. Hoitink and Matthew S. Krause. Oct. 1, page 44



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Going to Waste. Research shows that paper pellets control weeds in container nurseries without harming plants or the environment. Dee Smith, Dr. Charles Gilliam and Dr. James Edwards. Oct. 15, page 30

Mulch Matters. The proper use of organic mulch offers numerous benefits for your woody landscape plants. Mark L. Gleason and Jeffery K. Iles. Feb. 15, page 24

**NATIVE PLANTS**

Conserving Beauty. The US Plant Materials Centers have found several native, herbaceous wetland species to be as practical as they are beautiful. Jennifer Kujawski. Nov. 15, page 42

Habitat Forming. Natural forests and wild prairies don't have to be a random act of nature. With a little observation and imagination, landscapers can create their own native habitats. Michael B. Romero. March 15, page 54

Native for Native's Sake? If native plants are used simply because they are native, without proper regard to site conditions, customers will likely be disappointed with the results. Michelle J. Buckstrup and Dr. Nina L. Bassuk. May 15, page 55

**NURSERY INDUSTRY**

1997 Wage and Benefit Survey. An industrywide labor shortage continues to affect nursery professionals' wages and benefits. Leah Bocanegra. June 1, page 37

2,000-Year-Old Forest Unearthed in Oregon. News brief. May 1, page 16

Ball Forms Genetic Engineering Unit. Ball Horticultural Co., West Chicago, IL, forms a new genetic engineering unit, Ball Helix. News brief. July 1, page 14

Bayer, Pursell to Form New Company. The Bayer Corp., Pittsburgh, and Pursell Industries Inc., Sylacauga, AL, form a new company to co-market pesticide and fertilizer products to the US lawn and garden market. Dec. 1, page 15

Benchmarking: Setting Standards for the Industry. Labor Watch. Jansen Chazanof. Feb. 1, page 12

The Best of Both Worlds. Recent collaborations between the nursery industry and the academic world put research results where they belong — in growers' hands. Jeanne Briggs and Dr. Ted Whitwell. March 15, page 38

Bulb Program Moves to Cornell. The Dutch Bulb Program moves to Cornell University in Ithaca, NY. Aug. 15, page 20

Canadian Company Starts US Operation. Valleybrook Gardens Ltd., Abbotsford, British Columbia, opens a growing and distribution nursery near Cecilton, MD. Nov. 1, page 18

Center for Plasticulture Established at Pennsylvania State University. Aug. 1, page 20

Child Travels Cross-Country on Lawn Mower. News brief. Jan. 1, page 14

Color Spot Nurseries Rescinds IPO. News brief. March 15, page 12

Companies Earn Tax Deduction Donating Excess Inventory. Nursery professionals can donate excess inventory of nonperishable products to The National Association for the Exchange of Industrial Resources and earn a federal income tax deduction. Nov. 1, page 20

The Cottage Gardens Celebrates 75 Years of Change. March 15, page 16

Developing Creative Adaptations from Other Industries. Labor Watch. Jansen Chazanof. May 1, page 10



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The Effects of Consolidation on the Green Industry. *Labor Watch.* Jansen Chazanof. July 1, page 8

Funding Available for IPM Exhibitors. *The USDA makes funds available for US companies planning to exhibit at IPM in Essen, Germany.* *News brief.* Aug. 1, page 16

Growing Your Business — The Planning Process. *Labor Watch.* Jansen Chazanof. Sept. 1, page 8

The Heaths Launch a New Bulb Company. *Brent and Becky Heath open Brent and Becky's Bulbs, a mail-order bulb company.* Nov. 15, page 18

The Heaths Released from The Daffodil Mart. *Brent and Becky Heath, former owners of The Daffodil Mart in Gloucester, VA, are released from the company by its current owner, Eliot Wadsworth Jr. of White Flower Farm in Litchfield, CT.* June 15, page 14

Helping Hands. *Because all the details involved with running a business can be costly and time-consuming, there are now several industries in place to offer support services.* Phillip M. Perry. July 1, page 64

Horn Canna Farm Celebrates 70 Years. Feb. 1, page 22

Hosts to the World. *Participating in an exchange program can contribute to a nursery's day-to-day operations — and open up a new world for employees and customers.* Coleen Speer. Feb. 15, page 44

The Importance of Selling Effectively. *Labor Watch.* Jansen Chazanof. Aug. 1, page 10

J.C. Raulston Professorship Established. *The J.C. Raulston Distinguished Professorship of Horticultural Science established at North Carolina State University, Raleigh.* Sept. 1, page 20

John Denver Memorial Grove Established. *The National Arbor Day Foundation establishes the John Denver Memorial Grove in the White River National Forest in Colorado.* *News brief.* May 1, page 16

Kurt Bluemel Inc. Expands With Florida Nursery. Sept. 15, page 12

Making the Cut. *Understanding how trees respond to pruning and being aware of different pruning methods can enhance the development, preservation and value of trees.* The International Society of Arboriculture. Jan. 15, page 42

Marketplace Revisited. *Company executives and industry leaders discuss the economy, mass merchants, labor issues and plant trends as the industry faces the year 2000.* Jim Van Dellen. Sept. 1, page 48

Media Draws Attention to Labor Shortage in Oregon Nursery Industry. Feb. 15, page 12

Mid-Am Attendance Sets New Record. March 15, page 17

Minnesota Revives Loan Program for Beginning Farmers. *The Minnesota Legislature establishes an annual \$5 million reserve to reinstate an agriculture development loan program that enables beginning farmers to purchase land, equipment, buildings and livestock.* March 15, page 14

Monrovia Introduces Information Line. *Monrovia introduces a toll-free phone number to help consumers find the garden center nearest to them that carries Monrovia plants.* *News brief.* April 15, page 12

Monrovia Launches Wildlife Collection. *Monrovia introduces a collection of wildlife-friendly plants in cooperation with the National Audubon Society.* Nov. 1, page 23

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**National Champion Tree  
Register Now Available.**  
May 1, page 21

**Nursery Chain Expands  
Into Southeast.** *Greenleaf  
Nursery Co., Park Hill,  
OK, builds a facility in  
Tarboro, NC.* Jan. 15,  
page 20

**Nursery Professionals  
Respond to GAO Report  
on H-2A Program.** *The US  
General Accounting Of-  
fice's Report to Congress-  
ional committees on the  
H-2A Agricultural Guest-  
worker Program has been  
met with mixed feelings  
by the nursery industry.*  
March 1, page 16

**Oasis Gift Show Partners  
with L.A. Mart.** *News  
brief.* Jan. 1, page 14

**ODA Creates Pesticide  
Division.** *The Oregon  
Department of Agri-  
culture creates a division  
devoted entirely to  
pesticides.* Feb. 1,  
page 24

**Omaha Rallies to Replace  
Trees Damaged in Snow-  
storm.** *Almost one year  
after a devastating  
snowstorm wiped out  
thousands of trees in  
Omaha, NE, residents  
continue to plant trees  
offered through a tree-  
replacement program.*  
Sept. 1, page 14

**Overcoming Inspection  
Anxiety.** *With proper  
preparation, you needn't  
fear nursery inspections.  
An agriculture inspector  
offers some tips on  
how to make the best  
of your next site visit.*  
Margaret Bemis Klein.  
Feb. 1, page 30

**Pike Family Nurseries  
Celebrates 40 Years.**  
Sept. 15, page 18

**Pike Family Nurseries  
Holds Tornado-Relief  
Benefit.** Dec. 1, page 14

**Possible Peat Moss Shor-  
tage for Growers.** *News  
brief.* Jan. 1, page 14

**Preparing for and Exe-  
cuting a Good Job ...  
Every Time.** *Labor Watch.*  
Jansen Chazanof. Nov. 1,  
page 12

**Publication Addresses  
Economic Issues in**

**Horticulture. News brief.**  
Dec. 1, page 12

**Research Shows New  
Attitudes at Trade Shows.**  
July 15, page 16

**Richard Lighty Retires  
from Mt. Cuba Center.**  
Nov. 1, page 22

**Showing Off.** *Winter trade  
shows and conferences  
offer prime networking  
and educational oppor-  
tunities. Plan now to take  
advantage of them during  
the upcoming season.*  
Kathleen Lucadamo.  
Nov. 1, page 69

**Speer & Sons Nursery  
Celebrates Golden Anni-  
versary.** Dec. 1, page 15

**SW Trade Show Attracts  
Record Number.** *News  
brief.* Nov. 15, page 14

**Tidwell Nurseries  
Celebrates Golden  
Anniversary.** April 15,  
page 14

**Trade Show Attendees  
Likely to Recall Sales  
Assistance.** Dec. 15,  
page 14

**USDA Seeking Wetland  
Plant Producers.** *The  
USDA-Natural Resources  
Conservation Service  
Jamie L. Whitten Plant  
Materials Center requests  
information from  
producers of wetland  
plant species to update  
its Directory of Wetland  
Plant Vendors.* June 15,  
page 19

**Western Maine Cele-  
brates 75 Years.** July 1,  
page 18

**Wiegand's Nursery Dedi-  
cates Display Gardens.**  
Oct. 15, page 16

### ON-LINE INFORMATION

**Internet Basics and  
Improving Your Business.**  
*Labor Watch.* Jansen  
Chazanof. April 1,  
page 10

**Setting Up Shop.** *Business  
owners should consider  
several factors before  
creating a Web site on  
the Internet.* Phillip M.  
Perry. Aug. 15, page 69

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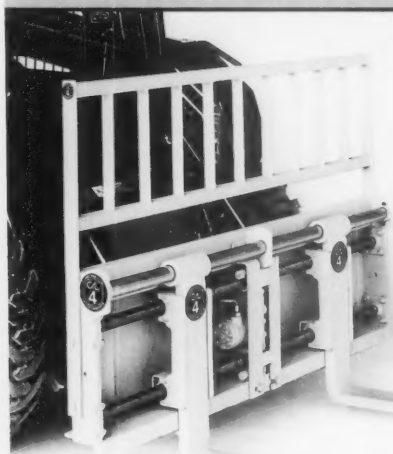
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introduces a new version of its software that routes e-mail through companies and institutions to on-line users. May 1, page 18

Weeks Unveils Rose Web Site. News brief. May 15, page 14

#### PATENTS/TRADEMARKS

Trademark Rights Infringing Over the Internet. Oct. 1, page 24

Trademark Tactics. Trademarks may be the best and least expensive way to protect your new plant varieties from being marketed and sold by competitors. Vincent G. Gioia. Oct. 1, page 91

#### PEST/DISEASE CONTROL (see also INTEGRATED PEST MANAGEMENT)

1998 IPM Almanac Available from Gempler's Inc. Pest Control brief. June 15, page 10

1998-99 Pesticide Directory Available. Pest Control brief. Oct. 1, page 18

Additional Pamphlets Teach Safe Pesticide Handling. Pest Control brief. June 1, page 12

Ambrosia Beetles Burrow Into North Carolina. June 1, page 12

Anthraxnose Disease Defoliates Trees in Ohio. Sept. 1, page 12

Arkansas Counties Added to Fire Ant Quarantine. Pest Control brief. Sept. 1, page 12

Asian Longhorned Beetle Infests Chicago. Sept. 15, page 10

Asian Longhorned Beetle Spreads Through Chicago. Pest Control brief. Oct. 15, page 10

Ball Publishes Guide to Greenhouse Pests. Pest Control brief. June 15, page 10

Biologicals Provide Natural Control for Aphids. Nov. 1, page 14

Broadcast Control Method Proved Effective. Pest Control brief. April 15, page 10

Canada Modifies Japanese Beetle Quarantine. Pest Control brief. Aug. 1, page 14

Controlling Pests of Christmas Trees. July 15, page 8

Delaware Debates Regulating Purple Loosestrife. Pest Control brief. Aug. 1, page 14

Diverse Plantings Help Save Elms. Dec. 15, page 8

Eco Corps Battles 'Honey-suckle Jungle'. Pest Control brief. March 1, page 8

EPA Loosens Restrictions on Glove Liners. Pest Control brief. Feb. 15, page 8

Fall Webworm Populations in Check in Southwest. March 1, page 8

Fire Ant Populations Head North to Tennessee. Jan. 15, page 10

Gel Offered as Alternative to Chemicals. Pest Control brief. March 1, page 8

Grass Control For Planting Beds Available. Pest Control brief. March 1, page 8

Growing Pains. Unseasonable rain and heat brought prime conditions for disease development at nurseries this past season. Growers are taking steps now to avoid problems next year. Kathleen Lucadamo. Nov. 15, page 26

Honey Locust Pod Gall Midge Targeted on West Coast. Oct. 1, page 18

Imported Willow Leaf Beetle Increasing in Connecticut. May 1, page 14

Infestation of Gypsy Moth in Canada Threatens Western Growers. Dec. 1, page 10

Japanese Beetle Harmonization Plan Approved. Pest Control brief. Dec. 1, page 10

Japanese Beetle Trapping to Continue in Minne-





sota. *Pest Control brief.* Aug. 15, page 10

Kansas Keeps Lilac Borer in Check. July 1, page 12

Kansas Officials Hope to Eradicate Grecian Foxglove. *Pest Control brief.* Sept. 1, page 12

The Killing Fields. To eradicate black vine weevil and other major pests from US nurseries, growers need to find a balance between insecticides and biological controls. Selective chemicals, predatory mites and spot treatments can destroy harmful pests while keeping beneficial insect populations intact. Jim Van Dellen. April 15, page 22

Lace Bugs Infest Landscapes Throughout Midwest. May 15, page 12

Ladybugs Grounded for Biological Control. *Pest Control brief.* Dec. 15, page 8

Leaf Scorch Attacks Oleanders Throughout California. Feb. 15, page 8

Minnesota Opens Biological Control Facility. *Pest Control brief.* Oct. 15, page 10

Minnesota Prepares for Gypsy Moth. *Pest Control brief.* Dec. 15, page 9

Minnesota to List Buckthorn as Noxious Weed. Dec. 1, page 8

Monterey Introduces General Disinfectant. *Pest Control brief.* May 15, page 12

Natural Enemies Released to Combat Giant Whitefly. *Pest Control brief.* Aug. 15, page 10

New Application System for Preclude Growth Regulator. *Pest Control brief.* Feb. 1, page 8

New Package Design for Scotts Insecticide. *Pest Control brief.* July 15, page 8

No Guarantee for Pest Free. Because native plants are not necessarily pest free, nursery professionals should use the

plants best suited for a site in landscape designs. Dr. Gary W. Knox and Dr. Russell F. Mizell III. Nov. 1, page 50

Novartis Product Line Repackaged. *Pest Control brief.* March 15, page 8

Oak Wilt Taking Root in South Carolina. Aug. 1, page 14

Oregon Battles Incoming Gypsy Moth Populations. Jan. 1, page 8

Oregon Gypsy Moth Population Kept in Check. *Pest Control brief.* Nov. 1, page 14

Oregon Program Sprays for Gypsy Moth Control. *Pest Control brief.* May 15, page 12

Ornamental Birch Trees Mined in Minnesota. June 15, page 10

Pest-Identification Guide Available. *Pest Control brief.* April 1, page 8

Physan 20 Cleared for Use on Plants in California. *Pest Control brief.* Aug. 15, page 10

Pine Moths Infest the Midwest. April 15, page 10

Preventive Measures Reduce Chemicals Needed for Liverwort Control. Oct. 15, page 10

Proper Disposal of Christmas Trees Prevents Spread of Pine Shoot Beetle. *Pest Control brief.* Dec. 1, page 8

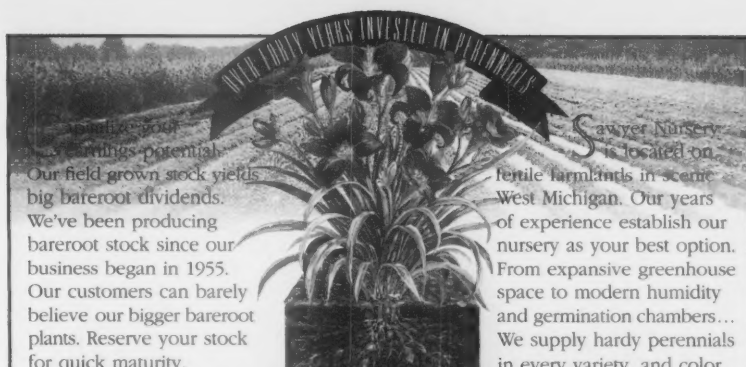
Red Imported Fire Ant Found in Delaware. *Pest Control brief.* Dec. 1, page 8

Regulations Imposed on Chinese Exports to Stop Spread of Asian Longhorned Beetle. Dec. 1, page 10

Sawfly Spreads through Colorado. April 1, page 8

Scotts Publishes Plant Protection Label Book. *Pest Control brief.* July 1, page 12


Soil-Injection Application Approved for Ohio Nurseries. *Pest Control brief.* Feb. 15, page 8



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States Quarantine Against Exotic Snails. Pest Control brief. June 1, page 12

Tame and Orthene Receive New Product Packaging. Pest Control brief. May 1, page 14

Test Detects Presence of Black Vine Weevil. Pest Control brief. March 15, page 8

Tree Sealer Available in Stick Applicator. Pest Control brief. Dec. 1, page 10

The Trouble with Ticks. Field workers can avoid disease-causing pathogens spread by ticks through proper identification and by implementing control methods. Dr. John F. Anderson and Dr. Louis A. Magnarelli. July 1, page 53

Two-Spotted Spider Mite Kept in Check in Southeast. Aug. 15, page 10

UMASS Introduces CD-ROM Fact Sheet on Pests. Pest Control brief. July 1, page 12

USDA Controls Pink Hibiscus Mealybug Infestations. Feb. 1, page 8

USDA Proposes Ban on Shipping Material. Pest Control brief. Nov. 1, page 14

USDA Quarantines 46 Counties for Imported Fire Ant. Pest Control brief. April 1, page 8

USDA Removes Witchweed Quarantine from NC and SC Counties. Pest Control brief. Nov. 15, page 12

US National Arboretum Develops Two Hardy Maple Cultivars. March 15, page 8

Utah Takes Quarantine Action Against Oklahoma. Pest Control brief. July 15, page 8

Whitmire Micro-Gen Introduces Pygmy. Pest Control brief. Oct. 1, page 18

Wisconsin Expands Gypsy Moth Quarantine. Pest Control brief. Aug. 1, page 14

Zeneca Opens Product Information Fax Line. Pest Control brief. May 1, page 14

## PLANTS

99 for '99. While new plants are being prepared for a grand millennium unveiling, others are ready to hit landscapes now. These 99 plant introductions are sure to make the last year of this century exciting and memorable for the green industry. Dec. 15, page 24

A Plant for All Seasons. *Arum italicum subsp. italicum* is a tough, low-maintenance, cold-hardy perennial with year-long interest, especially in the dead of winter. Andy Upshaw. Jan. 15, page 36

Annual Attraction. The market is strong for diverse lines of bedding plants. Find out what annuals to stock and how to display them for the spring 1999 retail season. Don Grey. Oct. 15, page 36

Atlanta Botanical Garden Unveils All-Green Purple Pitcher Plant. Jan. 1, page 14

Breeding Grounds. The US National Arboretum in Washington, DC, is developing attractive, pest- and disease-resistant woody landscape plants. Scott Aker. Sept. 15, page 38

Cool Veggies. Leafy-green vegetables make cool companions to winter annuals. They're also easy to grow — and sell. Jenks Farmer. July 1, page 30

Consumers Prefer Large-Flowered Roses. News brief. May 15, page 14

Flower Carpet® Appleblossom Makes US Debut. Flower Carpet USA Inc. has introduced its pastel pink variety of groundcover rose to consumers. June 15, page 18

Forgotten, But Not Gone. Nursery professionals can expand their planting options by rediscovering interesting, underused shrubs. Kathy Freeland. Sept. 1, page 66

Garden Elegance. Growers can offer a smorgasbord of epimediums with many underused varieties and new ones from China. Darrell R. Probst. March 1, page 34

The Grass Menagerie. As interest in ornamental grasses grows, attention will also shift to grasslike plants and grass allies. Here's a look at what some of these plants have to offer. Pat McNeal. July 15, page 60

Keeping a Dream Alive. J.C. Raulston envisioned arboreta working together with wholesale growers, retailers and the general public to enhance landscapes and the industry as a whole. Today, the JC Raulston Selections program is making that vision a reality. Jonathan Nyberg. Feb. 15, page 32

Letting the Grass Grow. Unique beauty, diverse landscape uses and a wide variety for most conditions make ornamental grasses ideal for the Rocky Mountain region. Alxe Noden. March 15, page 46

Minor Bulbs, Major Impact. Minor bulbs make a major contribution to well-planned spring landscapes. No matter what your design calls for, there's a lesser-known bulb to brighten any garden. Jill Selinger. Aug. 15, page 32

Out of the Wild. Nursery production of Rhododendron maximum should be encouraged to prevent this valuable landscape plant from becoming commercially obsolete. Richard E. Bir. Oct. 1, page 83

The People's Perennials. Consumers and growers compare notes on which perennials are popular

sellers — and why. Jim Van Dellen. Nov. 1, page 30

Release of Flower Carpet® Yellow Delayed One Year. Oct. 1, page 24

The Rise of the Rose. The increased popularity of shrub roses cannot overshadow the elegance of a classic hybrid tea or grandiflora. Check out which roses remain popular sellers, and discover the 1999 AARS winners and other introductions. Jim Van Dellen. May 15, page 26

The Secret's Out. USDA Plant Materials Centers recommend hardy and ornamental woody plants for the West. Joe Scianna. April 15, page 29

Something Old, Something New ... The memories of days spent in Grandma's garden come alive in new garden designs as old-fashioned perennials make a comeback. Kathy Freeland. Nov. 1, page 38

Stress Relief. Plants can become resistant to water stress through either avoidance, postponement or tolerance mechanisms. Dr. Rita L. Hummel. Aug. 15, page 52

Stunning Snowflakes & Super Stars. To add unusual shapes and intense colors to the early summer landscape, try some of these Allium species and cultivars. Becky Heath. Jan. 1, page 36

Terrific Tulips. Try something a little different next spring. Offer unusual tulips to your clients and customers, and you'll greet the season with a spring in your step. Sally D. Benson. Aug. 15, page 26

The Urge for Spurge. Unlike perennials known more for their blossoms than for their leaves, Euphorbia offers breathtaking foliage for Midwest landscapes. David Stickel. April 15, page 56

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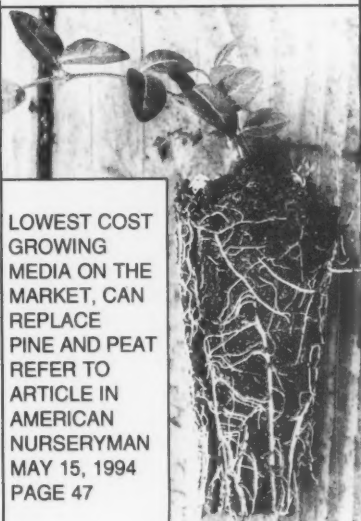
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plants can brighten up  
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NC Pesticide-Container  
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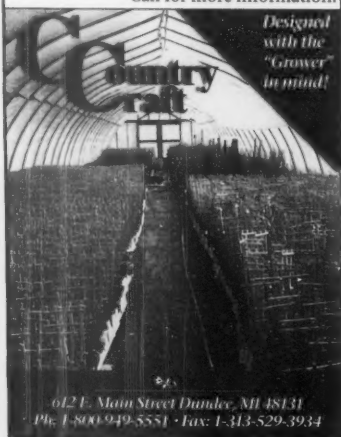
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Learning Lessons from Customer Disloyalty. Dr. Forrest E. Stegeline. March 15, page 70

Lemon-Scented Geranium Removes Heavy Metals from Soil. Researchers at the University of Guelph have discovered that lemon-scented geraniums are capable of absorbing and accumulating large amounts of heavy metals from soil. March 15, page 18

Michigan Nursery Professionals Reject Research Program. Michigan nursery professionals reject a \$50 licensing fee that would have generated money to fund a state-wide research program for the industry. Sept. 1, page 16

Natural Resistance of Malus to Adult Japanese Beetles. Amy F. Fulcher, Dr. Thomas G. Ranney, Dr. James D. Burton, Dr. James F. Walgenbach and Dr. David A. Daneshmand. Nov. 15, page 56

Natural Resistance of Prunus to Adult Japanese Beetles. Cynthia A. Patton, Dr. Thomas G. Ranney, Dr. James D. Burton and Dr. James F. Walgenbach. May 15, page 70

New England Floriculture Awards Grants. New England Floriculture Inc. awards \$15,000 in grants to support research benefiting the floriculture industry in New England. News brief. July 1, page 14

Testing Hollies for Tolerance to Flooding and High Temperatures. Dr. Thomas G. Ranney. Feb. 15, page 50

Texas Extension Service Evaluates Junk Mail Compost. Horticulturists at the Texas A&M Extension Service conduct tests on the effectiveness of compost made from junk mail. March 15, page 12

Using Informational Displays in Garden Centers. Robert F. Polonski, Richard L. Poling and Paul S. Thompson. Oct. 15, page 54

Western USDA Program Seeks Grant Proposal. The USDA's Western Region Sustainable Agriculture Research and Education program accepts proposals for research, education and professional development grants. Aug. 15, page 19

Worm Warriors. Research field trials conducted by University of Maryland researchers suggest that entomopathogenic nematodes could be a safe solution to iris borer. Stanton Gill and Michael Raupp. Feb. 1, page 38

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The Buzz About Baskets. Growing colorful hanging baskets can be quick, easy and an almost certain way to increase garden center sales. Terri Woods Starman. Nov. 1, page 75

Center of Attention. Innovative retail displays and niche products and services can increase sales and widen your garden center's customer base. Randy Burns. Aug. 15, page 61

Show and Sell. A small retail nursery in upstate New York wins consumers' attention and national recognition with its display gardens. Hillary Altekruze. May 1, page 57

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Coalition of Distributors Expands its Membership. The Gro Group Inc., a coalition of lawn and garden product distributors based in Bedford, MA, adds two new members. Dec. 1, page 17

Consumer Confidence Rose in December. News brief. March 1, page 16

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Everything's Coming Up Roses. A Texas grower saves his business from near disaster by creating display gardens that sell themselves. Mike Shoup. Dec. 1, page 40

GCA Conducts Operating-Costs Survey. Garden Centers of America undertakes a nationwide study of operating costs at independent garden centers. News brief. May 1, page 16

Little House on the Table. Collectible giftware items dominate garden center displays during the holiday season. Find out what else garden centers are stocking for Christmas 1998. Jim Van Dellen. July 15, page 24

Retailers Experience Moderate Increase in Fall Sales. Jan. 15, page 14

Same Space, New Face. A Michigan retail and wholesale nursery converts an old greenhouse into a successful water garden operation. Melissa Current. June 1, page 46

Service Promotes Garden Products to Consumers. The Lawn & Garden Experts launches a consumer information service designed to increase retail sales this spring. Feb. 15, page 16

Streamlining with Systems. A point-of-sale system can help retailers control inventory and track customer sales. Robert Schmitz. Dec. 1, page 49

Survey Says ... A survey of retail nurseries in Georgia helps growers across the country better serve the marketing needs of garden centers. Dr. Melvin P. Garber. July 15, page 87

Weeding Through a Problem. Purchasing the wrong herbicides can cost a homeowner time and money. Help your garden center customers choose the correct weed-control products and use them properly. Mary Ann Rose. Jan. 1, page 46

Western Garden Center Chain Established. SummerWinds Garden Centers Inc., headquartered in Boise, ID, establishes a garden center chain in the western US. May 1, page 20

### SMALL BUSINESS

Small-Business Owners Sound Off in National Survey. The New England Business Service Inc. sponsors a national survey of small-business owners focusing on automation, cash flow trends and lifestyle issues. Nov. 15, page 16

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Extensive Media Coverage. Container media should have the appropriate porosity and water retention for optimum plant growth and health. Bert T. Swanson. Oct. 1, page 30

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Definition Proposed for Premium Potting Soils. The National Bark & Soil Producers Association develops a definition of premium soil products for possible use as an industry standard. Oct. 15, page 12

Florida Coalition Lobbying for Changes in Tree Standards. A coalition of 12 Florida associations and organizations lobbies the nursery industry to adopt the state's new grades and standards for trees in order to achieve environmental sustainability. Aug. 1, page 16

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CA Nursery Industry Worth \$1.8 Billion. News brief. Dec. 1, page 12

Colorado Green Industry Booming. Colorado's green industry accounted for more than \$1 billion in sales in 1993. May 1, page 22



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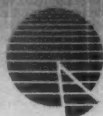
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**DOL Releases Nursery Industry Outlook Report.** People interested in nursery industry jobs should find excellent opportunities in the future, according to a report from the US Department of Labor. Sept. 1, page 18

**Florida Remains Tropical Foliage Leader.** July 15, page 16

**Greenhouse and Nursery Industry Tops in Oregon.** Greenhouse and nursery products were the No. 1 agriculture commodity in Oregon in 1997. Nov. 1, page 24

**Landscape Architects Earn More Than Architects.** Sept. 15, page 14

**Mail-Order Gardening Cos. Quickest Mailers.** Turnaround of catalog requests and catalog orders are areas in which mail-order gardening companies provide faster service than other types of catalog mailers. Nov. 1, page 18

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**Study Shows Landscaping's Effect on Home Values Varies.** The value added to single-family homes by landscaping varies dramatically depending on lot size, plant type, plant spacing and overall design. Aug. 1, page 21

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**Washington Nursery Industry Thriving.** News brief. Oct. 15, page 12

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**Urban Outfitters.** Bringing the charm of forest life to urban working areas requires proper planning and protection. Tracy L. Salisbury. Oct. 15, page 47

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**Avoiding a Watery Grave.** Although water gardening is a popular trend, retailers need to fully understand the products and techniques that go along with it before offering aquatic equipment to their customers. James A. Lawrie. June 1, page 50

**Why Not Water?** Water gardens bring interest, beauty and a sense of serenity to any landscape. Here are a few helpful hints before you get your feet wet. Robert Ralston. Dec. 1, page 52

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**Below-Average Hurricane Activity Predicted.** News brief. Feb. 1, page 18

**Channeling Danger.** A random bolt of lightning can destroy a tree in an instant, but a tree lightning protection system can make all the difference between splendor and splinters. Robert E. Cripe. March 1, page 28

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**First-Quarter Catastrophe Totals Released.** Property Claim Services, New York, identified 10 catastrophes totaling about \$1 billion in losses. News brief. July 1, page 14

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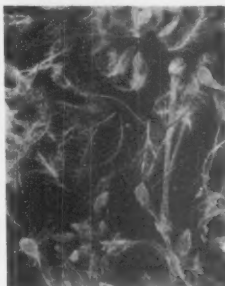
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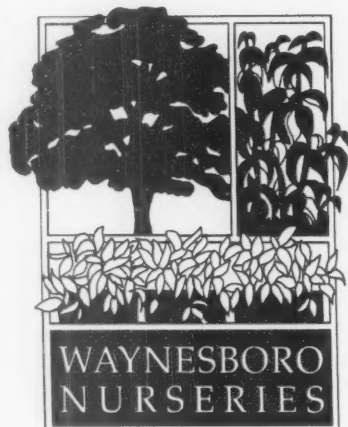
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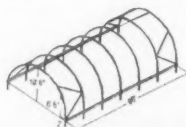


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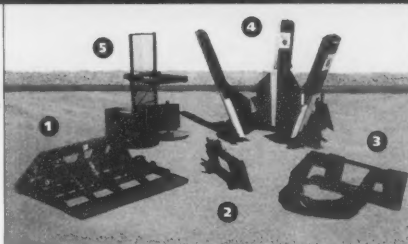
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A Cut Above. Rider and walk-behind mowers for 1998 have increased speed, power and maneuverability. Hydraulics, mulching blades and floating decks are just some of the features added to ensure better performance and operator comfort. March 1, page 50

A Kodiak Moment. While long winter seasons and cool summers inhibit plant growth throughout most of Alaska's tundra, the comparatively picture-perfect coastal climate of Kodiak Island provides a welcome home for a family-owned nursery. March 15, page 32

Advertising Analysis. A North Carolina survey indicates that many independent garden center customers are not influenced by advertisements. However, increased sales and consumer feedback at garden centers indicate otherwise. Nov. 15, page 50

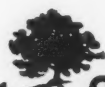
Container Kaleidoscope. As the popularity of container gardening continues to increase, decorative pots made from plastic, stone and wood are being introduced as alternatives to traditional terra-cotta containers. June 15, page 26

The Green Machines. Facing a diminishing labor pool and increasing labor costs, the green

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industry continues to come up with its own labor-saving equipment. Dec. 1, page 24

**The Killing Fields.** To eradicate black vine weevil and other major pests from US nurseries, growers need to find a balance between insecticides and biological controls. Selective chemicals, predatory mites and spot treatments can destroy harmful pests while keeping beneficial insect populations intact. April 15, page 22

**Little House on the Table.** Collectible giftware items dominate garden center displays during the holiday season. Find out what else garden centers are stocking for Christmas 1998. July 15, page 24

**Marketplace Revisited.** Company executives and industry leaders discuss the economy, mass merchants, labor issues and plant trends as the industry faces the year 2000. Sept. 1, page 48

**The People's Perennials.** Consumers and growers compare notes on which perennials are popular sellers — and why. Nov. 1, page 30

**Raging Hormones.** Rooting hormones are designed to stimulate and accelerate root growth, and several products containing auxins have been introduced commercially. What type of hormone and what application method to use depends on what type of cutting you are treating. Jan. 1, page 42

**The Rise of the Rose.** The increased popularity of shrub roses cannot overshadow the elegance of a classic hybrid tea or grandiflora. Check out which roses remain popular sellers, and discover the 1999 AARS winners and other introductions. May 15, page 26

**Strategy For Hire.** The aggressive recruiting efforts of a Wisconsin nursery have succeeded in filling skilled-labor positions. Find out what

steps are needed to create a team of employees who are qualified and loyal. June 1, page 54

**Walgenbach, Dr. James F.** Natural Resistance of *Malus* to Adult Japanese Beetles. Co-authors Amy F. Fulcher, Dr. Thomas G. Ranney, Dr. James D. Burton and Dr. David A. Danehower. Nov. 15, page 56

**Natural Resistance of Prunus to Adult Japanese Beetles.** Co-authors Cynthia A. Patton, Dr. Thomas G. Ranney and Dr. James D. Burton. May 15, page 70

**Watson, Gary** The Planting Basics. The steps taken before and after planting a tree are critical to its proper establishment. Here are some suggestions on how landscapers can ensure successful establishment by choosing the right tree and maintaining it correctly. Co-author Gene Himelick. May 15, page 40

**Whitwell, Dr. Ted** The Best of Both Worlds. Recent collaborations between the nursery industry and the academic world put research results where they belong — in growers' hands. Co-author Jeanne Briggs. March 15, page 38

**Williams, J. David** Effective Employee-Training Methods. Co-authors J. Heath Potter, Bridget Behe and Harry G. Ponder. June 15, page 56

**Williams, Wes** *Berberis conchina*. Field Notes. April 15, page 86

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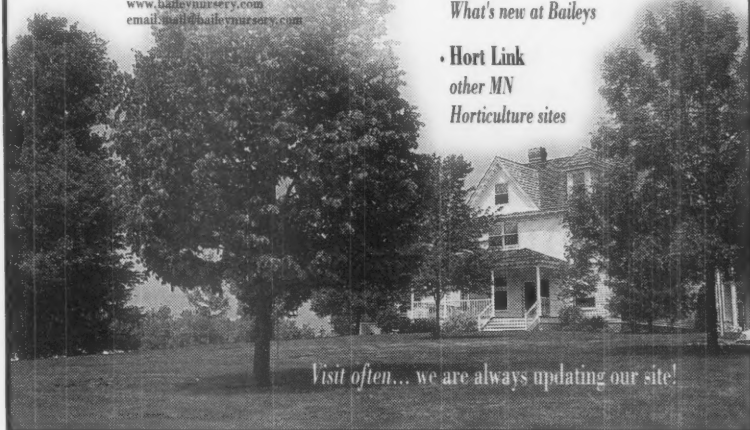


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